

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

January 5, 1998

RJR Account #649920

Ms. T. Klimowski

TRIPIFOODS, INC.

**FEBRUARY: DORAL B1G1F / PROMOTION #800018**

Dear Terri:

DORAL B1G1F *pre-sleeved* product (6M) has been ordered (see quantities listed below), as well as 337 skus of B1G1F Displays (Item #536645) to pack and ship this promotion to your participating retail accounts. (*Displays will be shipped to Bailey Ave. warehouse - call Angelo first for appointment @ (716) 822-7400*)

DORAL BRAND STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F
<i>Light</i>	12300-24960	<u>11</u>
<i>Light 100</i>	12300-24961	<u>11</u>
<i>Light Men 100</i>	12300-24963	<u>11</u>
<i>FF 100</i>	12300-24962	<u>12</u>

**DISPLAY DETAIL (#536645)**

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 5 PRE-SLEEVED B1G1F DEALS

EACH DISPLAY CONTAINS 4 WHITE CARTONS OR '20 B1G1F OFFERS'.

**Product PO #012698**

Product / Display Arrival:

**January 26, 1998**

Ship Date to Retail:

**Week of: February 9, 1998**

SKU CUBE:

**0.4965**

SKU WT (w/o Product):

**1.1700 lbs**

Retail Sales Offer per Sku:

**20 Offers**

Billing per Sku:

**2 Savings Cartons**

EFT \$ Amount:

**\$2,835.57**

**State Breakdown:**

**NY: 10 Light / 10 Lt 100 / 10 Men Lt 100 / 11 FF 100: \$2,446.87**

**PA: 1 Case Each (Lt / Lt 100/ Lt Men 100/ FF 100): \$388.70**

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B1G1F  
TRIPIFOODS, INC.

**PROMOTION DESCRIPTION:** SEE ENCLOSED '*WHOLESALE PACKING INSTRUCTIONS*'.  
UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. (A '*RETAILER PROMOTIONAL PACKING EXPLANATION SHEET*' IS INCLUDED IN EACH DISPLAY).  
SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST*.

**DISPLAY LOAD:**

\*4 CARTONS; ONE CARTON EACH STYLE: *DORAL LIGHT / LT 100 / LT MEN 100 / FF 100*

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to **\$182.00 (13 (12M) case(s) @ \$14.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610  
/jc

cc: R. M. Duszynski  
Tripifoods: L. Krawczyk  
L. E. MacWilliams

Enclosures:

- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

# **RJ REYNOLDS**

TOBACCO COMPANY

## **STATE STAMPING**

TRIPIFOODS

#649920

**DORAL B1G1F**

<u>NUMBER OF CARTONS TO STAMP BY STATE</u> <u>'PRE-SLEEVED B1G1F' PRODUCT</u>		
<u>DORAL B1G1F</u> <u>(6M)</u>	<u>NY</u>	<u>PA</u>
LIGHT	298	37
LIGHT 100	298	37
LIGHT MEN 100	298	37
FF 100	298	37

12/29/97  
STAMPING.DOC

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TRIPIFOODS (#649920):

CIGARETTE DISPLAYS BY STATE

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TRIPIFOODS																								
FEBRUARY: DORAL B1G1F / PROMOTION #800018																								
RETAIL DISTRIBUTION DATE: WK OF 2/9/98																								
GROUP	NO. OF STORES	DISPLAY UNITS TO SHIP TO EACH ACCOUNT	TOTAL #/ DISPLAYS	AL	CO	FL	GA	IA	IL	IN	KS	KY	MO	NC	NJ	NY	OH	OK	PA	SC	VA	WI	WV	
K & K FOODMART	9	1	9													9								
LAKE COUNTY	8	SEE LIST	13													13								
NOCO	38	1	38													38								
PETRO USA	6	1	6													6								
PAL MART	4	SEE LIST	5													5								
POCO MART	4	1	4													1			3					
RED APPLE/ KWIK-FIL	209	1	209													178			31					
XTRA MART/ MID VALLEY	38	SEE LIST	51													48			3					
TOTALS	316		335	0	0	0	0	0	0	0	0	0	0	0	0	298	0	0	37	0	0	0	0	

**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98**

TRIP #	DISPLAYS	CHAIN ID	NAME	CITY	ST	RUR
2465	1	1194-0000	NOCO S-26	NIAGARA FALLS	NY	490069
2466	1	1194-0000	NOCO S-33	CHEEKTOWAGA	NY	399974
1662	1	1194-0000	NOCO S-53	CLARENCE	NY	213199
1661	1	1194-0000	NOCO S-54	CHEEKTOWAGA	NY	552993
1667	1	1194-0000	NOCO S-50	TONAWANDA	NY	550895
1665	1	1194-0000	NOCO S-52	KENMORE	NY	552991
1656	1	1194-0000	NOCO S-40	BUFFALO	NY	245074
2437	1	1194-0000	NOCO #58	CHEEKTOWAGA	NY	665358
1701	1	1194-0000	NOCO S-47	GETZVILLE	NY	213194
1657	1	1194-0000	NOCO S-44	BUFFALO	NY	213211
1666	1	1194-0000	NOCO S-59	LACKAWANNA	NY	213209
1654	1	1194-0000	NOCO S-42	BUFFALO	NY	213815
2432	1	1194-0000	NOCO S-36	DEPEW	NY	419576
2433	1	1194-0000	NOCO S-37	ORCHARD PARK	NY	449971
2434	1	1194-0000	NOCO S-38	LANCASTER	NY	460488
1663	1	1194-0000	NOCO S-62	EAST AURORA	NY	516451
1664	1	1194-0000	NOCO S-60	HAMBURG	NY	562197
1702	1	1194-0000	NOCO S-55	DEPEW	NY	764413
1659	1	1194-0000	NOCO S-56	DEPEW	NY	764437
1658	1	1194-0000	NOCO S-43	BUFFALO	NY	764495
1651	1	1194-0000	NOCO S-39	BUFFALO	NY	128600
2442	1	1194-0000	NOCO S-19	HAMBURG	NY	34201
2450	1	1194-0000	NOCO S-25	DEPEW	NY	34210
2443	1	1194-0000	NOCO S-29	HAMBURG	NY	227108
2452	1	1194-0000	NOCO S-30	GRAND ISLAND	NY	227106
2446	1	1194-0000	NOCO S-31	LOCKPORT	NY	227114
2451	1	1194-0000	NOCO S-32	KENMORE	NY	297559
2441	1	1194-0000	NOCO S-11	NORTH TONAWANDA	NY	34225
1671	1	1194-0000	NOCO S-63	ROCHESTER	NY	763784
1672	1	1194-0000	NOCO S-64	ROCHESTER	NY	763888
1673	1	1194-0000	NOCO S-68	WEBSTER	NY	763733
2453	1	1194-0000	NOCO S-35	EAST AMHERST	NY	391840
2445	1	1194-0000	NOCO S-18	TONAWANDA	NY	823151

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**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98**

TRIP #	DISPLAYS	CHAIN ID	NAME	CITY	ST	RJRT #
2447	1	1194-0000	NOCO S-28	NIAGARA FALLS	NY	917076
2444	1	1194-0000	NOCO S-24	AMHERST	NY	34204
2454	1	1194-0000	NOCO S-15	BUFFALO	NY	34213
2448	1	1194-0000	NOCO S-3	TONAWANDA	NY	528324
2449	1	1194-0000	NOCO S-27	GETZVILLE	NY	533706
		<b>1194-0000 Total</b>				
1364	1	1887-0000	LAKE COUNTY DAIRY #7	FREDONIA	NY	666103
1370	2	1887-0000	LAKE COUNTY DAIRY 10	JAMESTOWN	NY	737860
1366	2	1887-0000	LAKE COUNTY DAIRY #6	JAMESTOWN	NY	765448
1365	2	1887-0000	LAKE COUNTY DAIRY #5	LAKEWOOD	NY	765328
1368	2	1887-0000	LAKE COUNTY DAIRY #8	MAYVILLE	NY	267020
1362	2	1887-0000	LAKE COUNTY DAIRY #1	FALCONER	NY	398505
1363	1	1887-0000	LAKE COUNTY DAIRY #3	WESTFIELD	NY	398532
1367	1	1887-0000	LAKE COUNTY DAIRY #2	RANDOLPH	NY	40905
		<b>1887-0000 Total</b>				
3637	1	3459-0000	MID VALLEY OIL	LANSING	NY	720126
3634	2	3459-0000	MID VALLEY OIL	FREEVILLE	NY	720128
3604	2	3459-0000	MID VALLEY OIL	NEWARK VALLEY	NY	720132
3605	3	3459-0000	MID VALLEY OIL	CANDOR	NY	720133
3638	1	3459-0000	MID VALLEY OIL	UNION SPRINGS	NY	720149
3608	1	3459-0000	MID VALLEY OIL	BAINBRIDGE	NY	720152
3672	2	3459-0000	X-TRA MART #1625	NORTH SYRACUSE	NY	777302
3688	1	3459-0000	MID VALLEY OIL #1488	SALEM	NY	589442
	2	3459-0000	X-TRA MART	ROME	NY	776236
3628	1	3459-0000	DANVILLE XTRA MART	DANVILLE	PA	678250
3656	1	3459-0000	XTRA MART #1456	HUDSON	NY	21997
3651	1	3459-0000	XTRA MART #1451	CATSKILL	NY	83950
3652	1	3459-0000	XTRA MART #1452	NIVERVILLE	NY	561215
3682	1	3459-0000	RED HOOK #1482	RED HOOK	NY	649143
3617	1	3459-0000	XTRA MART #1417	EAST CHATHAM	NY	652405
3633	1	3459-0000	XTRA MART #1433	GHENT	NY	766837
3689	1	3459-0000	XTRA MART #1471	LITTLE FALLS	NY	590831
3660	1	3459-0000	CHAPEL HILL EX #1460	HIGHLAND	NY	516248

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**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98**

TRIP#	DISPLAYS	CHAIN ID	NAME	CITY	ST	TRIP#
3636	1	3459-0000	HILLTOP X-TRA MART	MILFORD	PA	734181
3603	2	3459-0000	MID VALLEY OIL	GREENE	NY	720124
3632	2	3459-0000	MID VALLEY OIL	DRYDEN	NY	720129
3627	2	3459-0000	MID VALLEY OIL	MARATHON	NY	720134
3639	1	3459-0000	MID VALLEY OIL	CAZENOVIA	NY	720148
3625	2	3459-0000	MID VALLEY OIL	AFTON	NY	720135
3621	2	3459-0000	MID VALLEY OIL	JOHNSON CITY	NY	720136
3618	1	3459-0000	MID VALLEY OIL	BINGHAMTON	NY	720137
3626	1	3459-0000	MID VALLEY OIL	VESTAL	NY	720138
3606	1	3459-0000	MID VALLEY OIL	BINGHAMTON	NY	720140
3616	1	3459-0000	MID VALLEY OIL	BINGHAMTON	NY	720141
3602	1	3459-0000	MID VALLEY OIL	BINGHAMTON	NY	720142
3613	1	3459-0000	MID VALLEY OIL	BINGHAMTON	NY	720143
3686	2	3459-0000	MID VALLEY OIL	OWEGO	NY	720144
3607	2	3459-0000	MID VALLEY OIL	BINGHAMTON	NY	720145
3609	2	3459-0000	MID VALLEY OIL	WINDSOR	NY	720147
3635	1	3459-0000	SAYRE X-TRA MART	SAYRE	PA	734182
3655	1	3459-0000	BALMVILLE XTRA #1455	NEWBURGH	NY	769488
3624	1	3459-0000	XTRA MART #1495	MONTGOMERY	NY	86028
51		<b>3459-0000 Total</b>				
1386	1	4141-0000	K & K FOOD MART	LOCKPORT	NY	580045
1385	1	4141-0000	K&K FOOD MART	ALBION	NY	663648
1384	1	4141-0000	K&K FOOD MART	MEDINA	NY	707857
354	1	4141-0000	K & K FOODMART	HOLLEY	NY	765462
715	1	4141-0000	K & K FOODMART	HILTON	NY	763471
547	1	4141-0000	K & K FOODMART	CLARKSON	NY	33295
716	1	4141-0000	K & K FOODMART	BROCKPORT	NY	128447
1389	1	4141-0000	K & K FOODMART	HAMLIN	NY	561016
1387	1	4141-0000	K & K FOODMART	KENDALL	NY	215096
9		<b>4141-0000 Total</b>				
2268	1	5180-0000	PALMART #8	FARMINGTON	NY	702785
2262	2	5180-0000	PAL MART #2	PALMYRA	NY	515673
2263	1	5180-0000	PAL MART #3	NEWARK	NY	724740

**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98**

TRIP #	DISPLAYS	CHAIN ID	NAME	CITY	ST	RUR #
2201	1	5180-0000	PAL MART #1	CLIFTON SPRINGS	NY	763821
	5	5180-0000 Total				
4495	1	3173-0000	POCO MART	ATHENS	PA	777495
4492	1	3173-0000	POCO MART	SAYRE	PA	777497
4491	1	3173-0000	POCO MART	ATHENS	PA	696047
4497	1	3173-0000	POCO MART	OWEGO	NY	791789
	4	3173-0000 Total				
1704	1	5342-0000	PETRO USA	NIAGARA FALLS	NY	675540
1691	1	5342-0000	PETRO USA #1691	WEST SENECA	NY	128610
1693	1	5342-0000	PETRO USA #1693	LACKAWANNA	NY	960838
1694	1	5342-0000	PETRO USA #1694	BUFFALO	NY	975281
1692	1	5342-0000	PETRO USA #1692	WILLIAMSVILLE	NY	765466
1695	1	5342-0000	PETRO USA #1695	HAMBURG	NY	306769
	6	5342-0000 Total				
	126	Grand Total				



**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98****SHIP ONE (1) DISPLAY TO EACH LOCATION**

TRIP #	CHAIN ID	ACCOUNT NAME	CITY	STATE	SRTERR	RUR
1356	0565 00 00	KWIK FILL #M0199	CORTLAND	NY	162205	527603
2718	0565 00 00	RED APPLE #M0318	NORTH TONAWANDA	NY	162601	764983
2719	0565 00 00	RED APPLE #M0319	TONAWANDA	NY	162601	765139
2720	0565 00 00	RED APPLE #M0320	TONAWANDA	NY	162601	764862
2721	0565 00 00	RED APPLE #M0321	KENMORE	NY	162601	765138
2722	0565 00 00	RED APPLE #M0322	AMHERST	NY	162602	764784
2723	0565 00 00	RED APPLE #M0323	KENMORE	NY	162601	765204
2725	0565 00 00	RED APPLE #M0325	AMHERST	NY	162602	542369
2727	0565 00 00	RED APPLE #M0327	CHEEKTOWAGA	NY	162602	764820
2728	0565 00 00	RED APPLE #M0328	BUFFALO	NY	162601	764780
2729	0565 00 00	RED APPLE #M0329	BUFFALO	NY	162603	764805
2730	0565 00 00	RED APPLE #M0330	LACKAWANNA	NY	162603	764885
2731	0565 00 00	RED APPLE #M0331	ROCHESTER	NY	162604	763263
2732	0565 00 00	RED APPLE #M0332	ROCHESTER	NY	162604	594014
2733	0565 00 00	RED APPLE #M0333	ROCHESTER	NY	162602	763464
2735	0565 00 00	RED APPLE #M0335	ROCHESTER	NY	162604	730326
2736	0565 00 00	RED APPLE #M0336	ROCHESTER	NY	162604	764318
2737	0565 00 00	RED APPLE #M0337	ROCHESTER	NY	162602	764364
2738	0565 00 00	RED APPLE #M0338	MARION	NY	162605	763247
2739	0565 00 00	RED APPLE #M0339	CORTLAND	NY	162205	762510
2742	0565 00 00	RED APPLE M0342A	LIVERPOOL	NY	162202	704523
3002	0565 00 00	KWIK FILL #A0022	CLAY	NY	162202	172957
3003	0565 00 00	KWIK FILL #A0037	LIVERPOOL	NY	162202	172977
3004	0565 00 00	KWIK FILL #M0057	MEXICO	NY	162202	763050
3005	0565 00 00	KWIK FILL #A0064	SYRACUSE	NY	162205	762040
3006	0565 00 00	KWIK FILL #A0068	NORTH SYRACUSE	NY	162202	172961
3007	0565 00 00	KWIK FILL #M0107	FULTON	NY	162202	763051
3008	0565 00 00	KWIK FILL #M0114	OSWEGO	NY	162202	763052
3009	0565 00 00	KWIK FILL 009 #M0117	PULASKI	NY	162202	763049
3010	0565 00 00	KWIK FILL #M0118	VOLNEY	NY	162202	763053
3011	0565 00 00	KWIK FILL #M0125	CANASTOTA	NY	162206	632703
3012	0565 00 00	KWIK FILL #A0004	AUBURN	NY	162202	762860

**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98****SHIP ONE (1) DISPLAY TO EACH LOCATION**

TRIP#	CHAINID	ACCOUNTNAME	CITY	STATE	SR	TERR	RJR #
3013	0565 00 00	KWIK FILL #A0005	AUBURN	NY	162202		172494
3014	0565 00 00	KWIK FILL #A0017	CANANDAIGUA	NY	162605		268889
3015	0565 00 00	KWIK FILL #A0059	SENECA FALLS	NY	162202		764112
3016	0565 00 00	KWIK FILL #A0062	SYRACUSE	NY	162205		173023
3017	0565 00 00	KWIK FILL #A0063	SYRACUSE	NY	162205		467519
3019	0565 00 00	KWIK FILL #A0066	EAST SYRACUSE	NY	162206		173042
3020	0565 00 00	KWIK FILL #A0067	EAST SYRACUSE	NY	162206		762714
3021	0565 00 00	KWIK FILL #M0120	WATERLOO	NY	162202		763764
3022	0565 00 00	KWIK FILL #M0121	WEEDSPORT	NY	162202		632701
3023	0565 00 00	KWIK FILL #A0009	BINGHAMTON	NY	162204		171092
3024	0565 00 00	KWIK FILL #A0010	BINGHAMTON	NY	162204		762001
3025	0565 00 00	KWIK FILL #A0011	BINGHAMTON	NY	162204		762002
3026	0565 00 00	KWIK FILL #A0027	ENDWELL	NY	162204		762046
3027	0565 00 00	KWIK FILL #A0034	JOHNSON CITY	NY	162204		171237
3029	0565 00 00	KWIK FILL #A0045	NORWICH	NY	162206		171395
3031	0565 00 00	KWIK FILL #A0073	VESTAL	NY	162204		171235
3033	0565 00 00	KWIK FILL #A0077	WHITNEY POINT	NY	162205		171239
3034	0565 00 00	KWIK FILL #A0008	BATH	NY	162606		269646
3035	0565 00 00	KWIK FILL #A0025	ELMIRA	NY	162605		764100
3036	0565 00 00	KWIK FILL #A0026	ELMIRA	NY	162605		269885
3037	0565 00 00	KWIK FILL #A0032	HORSEHEADS	NY	162605		764238
3038	0565 00 00	KWIK FILL #A0033	ITHACA	NY	162605		764107
3039	0565 00 00	KWIK FILL #A0042	MONTOUR FALLS	NY	162605		764203
3040	0565 00 00	KWIK FILL #A0049	OWEGO	NY	162204		269606
3041	0565 00 00	KWIK FILL #A0050	OWEGO	NY	162204		269605
3042	0565 00 00	KWIK FILL #M0148	ELMIRA	NY	162605		764383
3043	0565 00 00	KWIK FILL #M0192	BATH	NY	162606		763664
3044	0565 00 00	KWIK FILL #M0035	LYONS	NY	162605		763804
3045	0565 00 00	KWIK FILL #A0044	NEWARK	NY	162605		268992
3046	0565 00 00	KWIK FILL #M0049	HONEOYE	NY	162605		763773
3047	0565 00 00	RED APPLE #M0347	UNADILLA	NY	162210		177440
3048	0565 00 00	KWIK FILL #A0075	VICTOR	NY	162605		764391

**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98****SHIP ONE (1) DISPLAY TO EACH LOCATION**

TRIP	CHAIN ID	ACCOUNT NAME	CITY	STATE	SR TERR	RUR / ZIP
3049	0565 00 00	KWIK FILL #M0080	LIMA	NY	162604	763771
3050	0565 00 00	KWIK FILL #M0085	VICTOR	NY	162605	763528
3051	0565 00 00	KWIK FILL #M0113	NEWARK	NY	162605	769110
3052	0565 00 00	KWIK FILL #M0115	PALMYRA	NY	162605	72947
3053	0565 00 00	RED APPLE #M0119	WALWORTH	NY	162605	763825
3054	0565 00 00	KWIK FILL #M0027	UNION HILL	NY	162604	742790
3055	0565 00 00	KWIK FILL #A0047	ONTARIO	NY	162605	764353
3056	0565 00 00	KWIK FILL #A0057	ROCHESTER	NY	162604	764217
3057	0565 00 00	KWIK FILL #M0078	ROCHESTER	NY	162604	763748
3058	0565 00 00	KWIK FILL M0087	ROCHESTER	NY	162604	790309
3059	0565 00 00	KWIK FILL #M0306	SKANEATELES	NY	162202	552921
3060	0565 00 00	KWIK FILL #M0099	EAST ROCHESTER	NY	162604	664743
3061	0565 00 00	KWIK FILL #M0102	ROCHESTER	NY	162604	763759
3062	0565 00 00	KWIK FILL #M0105	ROCHESTER	NY	162602	763761
3063	0565 00 00	RED APPLE #M0348	ONEONTA	NY	162206	177367
3065	0565 00 00	RED APPLE #M0350	COBLESKILL	NY	162305	177721
3066	0565 00 00	RED APPLE #M0349	RICHFIELD SPGS	NY	162206	767723
3067	0565 00 00	RED APPLE #M0360	CANASTOTA	NY	162206	762914
3068	0565 00 00	RED APPLE #M0364	SHERRILL	NY	162206	762293
3069	0565 00 00	RED APPLE #M0351	MORAVIA	NY	162605	764293
3070	0565 00 00	RED APPLE #M0356	PORT CRANE	NY	162204	762346
3071	0565 00 00	RED APPLE #M0358	GROTON	NY	162205	764369
3072	0565 00 00	KWIK FILL #M0064	HORNELL	NY	162607	726249
3073	0565 00 00	RED APPLE #M0345	LYONS	NY	162605	764387
3074	0565 00 00	RED APPLE #M0355	ILION	NY	162206	762643
3075	0565 00 00	RED APPLE #M0369	NEW BERLIN	NY	162206	762451
3076	0565 00 00	KWIK FILL #M0014	LAKEWOOD	NY	162606	667233
3077	0565 00 00	RED APPLE #M0359	DRYDEN	NY	162205	763210
3078	0565 00 00	RED APPLE #M0361	ONEIDA	NY	162206	762511
3079	0565 00 00	RED APPLE #M0365	BALDWINSVILLE	NY	162202	762576
3080	0565 00 00	KWIK FILL #M0024	MAYVILLE	NY	162606	765376
3081	0565 00 00	KWIK FILL #M0031	FREWSBURG	NY	162606	765374

**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98****SHIP ONE (1) DISPLAY TO EACH LOCATION**

TRIP#	CHAINID	ACCOUNT NAME	CITY	STATE	SR	TERR	RJR
3083	0565 00 00	KWIK FILL #M0070	JAMESTOWN	NY	162606	765375	
3084	0565 00 00	KWIK FILL #M0188	JAMESTOWN	NY	162606	765406	
3085	0565 00 00	KWIK FILL #A0016	BUFFALO	NY	162603	765323	
3086	0565 00 00	RED APPLE #M0363	CAZENOVIA	NY	162205	762255	
3087	0565 00 00	RED APPLE #M0346	WOLCOTT	NY	162202	763305	
3089	0565 00 00	RED APPLE #M0357	BINGHAMTON	NY	162204	763388	
3090	0565 00 00	KWIK FILL #A0031	HAMBURG	NY	162603	397658	
3091	0565 00 00	KWIK FILL #A0035	LANCASTER	NY	162602	397975	
3092	0565 00 00	KWIK FILL #A0036	LANCASTER	NY	162602	397979	
3094	0565 00 00	KWIK FILL #M0052	SPRINGVILLE	NY	162606	765371	
3095	0565 00 00	KWIK FILL #A0061	WEST SENECA	NY	162603	764679	
3098	0565 00 00	KWIK FILL #A0014	BUFFALO	NY	162601	764453	
3099	0565 00 00	KWIK FILL #A0015	BUFFALO	NY	162601	765218	
3100	0565 00 00	KWIK FILL #A0018	CHEEKTOWAGA	NY	162602	397385	
3101	0565 00 00	KWIK FILL #A0019	CHEEKTOWAGA	NY	162603	397382	
3102	0565 00 00	KWIK FILL #A0024	DEPEW	NY	162601	397386	
3103	0565 00 00	KWIK FILL #A0039	LOCKPORT	NY	162601	128491	
3104	0565 00 00	KWIK FILL #A0069	TONAWANDA	NY	162601	398821	
3105	0565 00 00	KWIK FILL #A0070	TONAWANDA	NY	162601	764580	
3106	0565 00 00	KWIK FILL #A0071	NORTH TONAWANDA	NY	162601	765410	
3107	0565 00 00	KWIK FILL #A0072	N TONAWANDA	NY	162601	764871	
3108	0565 00 00	KWIK FILL #A0078	WILLIAMSVILLE	NY	162602	398720	
3109	0565 00 00	KWIK FILL #M0079	ALBION	NY	162602	765192	
3111	0565 00 00	KWIK FILL #A0007	BATAVIA	NY	162602	764790	
3112	0565 00 00	KWIK FILL #A0023	DANVILLE	NY	162604	763479	
3113	0565 00 00	KWIK FILL #A0043	MOUNT MORRIS	NY	162604	764214	
3114	0565 00 00	RED APPLE #M0353	APALACHIN	NY	162204	88350	
3115	0565 00 00	KWIK FILL #M0048	LAKEVILLE	NY	162604	763855	
3116	0565 00 00	KWIK FILL #M0050	DANVILLE	NY	162604	763673	
3117	0565 00 00	RED APPLE #M0367	EAST SYRACUSE	NY	162206	763101	
3118	0565 00 00	KWIK FILL #M0091	LE ROY	NY	162602	343939	
3119	0565 00 00	RED APPLE #M0368	NORTH SYRACUSE	NY	162202	762843	

**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98****SHIP ONE (1) DISPLAY TO EACH LOCATION**

TRIP#	CHAIN ID	ACCOUNT NAME	CITY	STATE	SR	TERR	RJR#
3121	0565 00 00	KWIK FILL #M0195	GENESEO	NY	162604		763564
3122	0565 00 00	RED APPLE #M0366	CICERO	NY	162202		762978
3123	0565 00 00	KWIK FILL #A0020	NORTH CHILI	NY	162602		764221
3124	0565 00 00	KWIK FILL #A0055	ROCHESTER	NY	162604		774464
3125	0565 00 00	KWIK FILL #A0056	ROCHESTER	NY	162604		764345
3126	0565 00 00	KWIK FILL #A0058	ROCHESTER	NY	162604		764218
3127	0565 00 00	KWIK FILL #M0066	ROCHESTER	NY	162602		268660
3129	0565 00 00	KWIK FILL #M0081	SPENCERPORT	NY	162602		763792
3130	0565 00 00	KWIK FILL #M0096	ROCHESTER	NY	162604		763751
3131	0565 00 00	KWIK FILL #M0116	SPENCERPORT	NY	162602		128462
3132	0565 00 00	KWIK FILL #M0137	BROCKPORT	NY	162602		764190
3133	0565 00 00	KWIK FILL #M0140	ROCHESTER	NY	162602		763752
3134	0565 00 00	KWIK FILL #A0001	AMHERST	NY	162602		398728
3135	0565 00 00	KWIK FILL #A0021	CLARENCE	NY	162602		397996
3136	0565 00 00	KWIK FILL #M0016	EAST AURORA	NY	162603		765583
3138	0565 00 00	KWIK FILL #A0040	MEDINA	NY	162602		398051
3139	0565 00 00	KWIK FILL #A0048	ORCHARD PARK	NY	162603		764534
3140	0565 00 00	KWIK FILL #A0060	WEST SENECA	NY	162603		397389
3141	0565 00 00	KWIK FILL #M0045	WARSAW	NY	162603		765585
3142	0565 00 00	KWIK FILL #M0043	HORNELL	NY	162606		763605
3143	0565 00 00	KWIK FILL #A0051	PENN YAN	NY	162605		269672
3144	0565 00 00	KWIK FILL #A0053	ROCHESTER	NY	162602		761619
3146	0565 00 00	KWIK FILL #M0059	BATH	NY	162606		763604
3147	0565 00 00	KWIK FILL #M0111	MOUNT MORRIS	NY	162604		763583
3148	0565 00 00	KWIK FILL #M0123	GENEVA	NY	162605		763765
3149	0565 00 00	RED APPLE #M0352	AUBURN	NY	162202		190791
3150	0565 00 00	KWIK FILL #A0003	ARCADE	NY	162606		423472
3151	0565 00 00	KWIK FILL #M0307	MEDINA	NY	162602		536785
3152	0565 00 00	KWIK FILL #M0311	CORTLAND	NY	162205		548247
3158	0565 00 00	KWIK FILL #M0074	WELLSVILLE	NY	162606		128333
3159	0565 00 00	KWIK FILL #M0046	PERRY	NY	162602		765252
3160	0565 00 00	KWIK FILL #M0068	NAPLES	NY	162605		763734

**TRIPIFOODS / DORAL B1G1F #800018****RETAIL DISTRIBUTION DATE: 2/9/98****SHIP ONE (1) DISPLAY TO EACH LOCATION**

TRIP	CHAIN ID	ACCOUNT NAME	CITY	STATE	SR	TERR	R/R #
3162	0565 00 00	KWIK FILL #M0012	FRANKLINVILLE	NY	162606		128897
3167	0565 00 00	KWIK FILL #M0047	WELLSVILLE	NY	162606		128334
3187	0565 00 00	KWIK FILL #A0029	GOWANDA	NY	162606		397700
3188	0565 00 00	KWIK FILL #A0030	HAMBURG	NY	162603		397630
3193	0565 00 00	KWIK FILL #M0041	IRVING	NY	162606		765416
3197	0565 00 00	KWIK FILL #M0293	ELLCOTTVILLE	NY	162606		29159
7110	0565 00 00	KWIK FILL 082 #M0034	WESTFIELD	NY	162606		765377
7121	0565 00 00	KWIK FILL #M0022	DUNKIRK	NY	162606		765372
7122	0565 00 00	KWIK FILL #M0028	OLEAN	NY	162606		128331
7123	0565 00 00	KWIK FILL #M0030	FREDONIA	NY	162606		765378
7124	0565 00 00	KWIK FILL #M0084	OLEAN	NY	162606		128330
7125	0565 00 00	KWIK FILL #M0150	DUNKIRK	NY	162606		765379
7126	0565 00 00	KWIK FILL #M0308	ALLEGANY	NY	162606		535155
7127	0565 00 00	KWIK FILL #M0019	FALCONER	NY	162606		128857
7128	0565 00 00	KWIK FILL #M0020	JAMESTOWN	NY	162606		765373
7129	0565 00 00	KWIK FILL #M0023	JAMESTOWN	NY	162606		765183
7172	0565 00 00	KWIK FILL #M0312	JAMESTOWN	NY	162606		584404
7179	0565 00 00	KWIK FILL #M0037	OLEAN	NY	162606		764952
				NY Cou	178		
560	0565 00 00	KWIK FILL #M0144	WARREN	PA	162607		840886
561	0565 00 00	KWIK FILL #M0186	WARREN	PA	162607		399222
804	0565 00 00	KWIK FILL #S0991	WARREN	PA	162607		83363
1231	0565 00 00	KWIK FILL #M0038	PHILIPSBURG	PA	162607		621217
1232	0565 00 00	KWIK FILL #M0086	PHILIPSBURG	PA	162607		14265
1238	0565 00 00	KWIK FILL #M0152	KANE	PA	162607		765365
1242	0565 00 00	KWIK FILL #M0202	KYLERTOWN	PA	162607		21464
1243	0565 00 00	KWIK FILL #M0018	MILL HALL	PA	162607		621211
1251	0565 00 00	KWIK FILL #M0165	SAYRE	PA	162204		777496
1252	0565 00 00	KWIK FILL #M0168	LAWRENCEVILLE	PA	162607		645699
1257	0565 00 00	KWIK FILL #M0061	BRADFORD	PA	162606		765598
1310	0565 00 00	KWIK FILL #M0058	CLEARFIELD	PA	162607		621218
1312	0565 00 00	KWIK FILL #M0090	CLEARFIELD	PA	162607		621220

TRIPIFOODS / DORAL B1G1F #800018						
RETAIL DISTRIBUTION DATE: 2/9/98						
SHIP ONE (1) DISPLAY TO EACH LOCATION						
TRIP#	CHAIN ID	ACCOUNT NAME	CITY	STATE	SR	TERF
1316	0565 00 00	KWIK FILL #M0108	CLEARFIELD	PA	162607	621222
1318	0565 00 00	KWIK FILL M0181	DU BOIS	PA	162607	772865
1353	0565 00 00	KWIK FILL #M0164	MANSFIELD	PA	162607	523073
3153	0565 00 00	KWIK FILL #M0299	SUGAR GROVE	PA	162607	512337
7114	0565 00 00	KWIK FILL #M0129	YOUNGSVILLE	PA	162607	168419
7130	0565 00 00	KWIK FILL #M0133	ST MARYS	PA	162607	56787
7131	0565 00 00	KWIK FILL #M0145	PORT ALLEGANY	PA	162607	128329
7132	0565 00 00	KWIK FILL #M0147	EMPORIUM	PA	162607	645581
7133	0565 00 00	KWIK FILL #M0151	COUDERSPORT	PA	162607	128332
7134	0565 00 00	KWIK FILL #M0154	RIDGWAY	PA	162607	844589
7135	0565 00 00	KWIK FILL #M0156	SMETHPORT	PA	162607	844655
7136	0565 00 00	KWIK FILL #M0182	JOHNSONBURG	PA	162607	621225
7137	0565 00 00	KWIK FILL #S0990	WARREN	PA	162607	20876
7138	0565 00 00	KWIK FILL #M0131	BRADFORD	PA	162606	128335
7139	0565 00 00	KWIK FILL #M0139	WARREN	PA	162607	168421
7140	0565 00 00	KWIK FILL #S0096	PUNXSUTAWNEY	PA	162607	844114
7142	0565 00 00	KWIK FILL M0177	CLARION	PA	162607	790313
7176	0565 00 00	KWIK FILL #M0371	WARREN	PA	162607	535550
				PA Cou	31	
				Grand	209	

# DORAL

## February Brings Great Deals From Doral With This Buy 1 Get 1 Free Promotion!

Your customers will love picking up their favorite styles of Doral, especially when they can Buy 1 Pack and Get One Free.

This promotion starts with 2-pack sleeves and comes pre-packaged in a 20-unit display. Each sleeve is style specific. Customers will easily spot their style in this impactful display.

**Paster**



**2-Pack Sleeve**



**Counter Display**



The Special Paster and Counter Display work together to call out this money-saving promotion. Paster is 11.5" x 10" for easy placement. The display is a perfect fit for even the smallest of counter spaces.

### **Details**

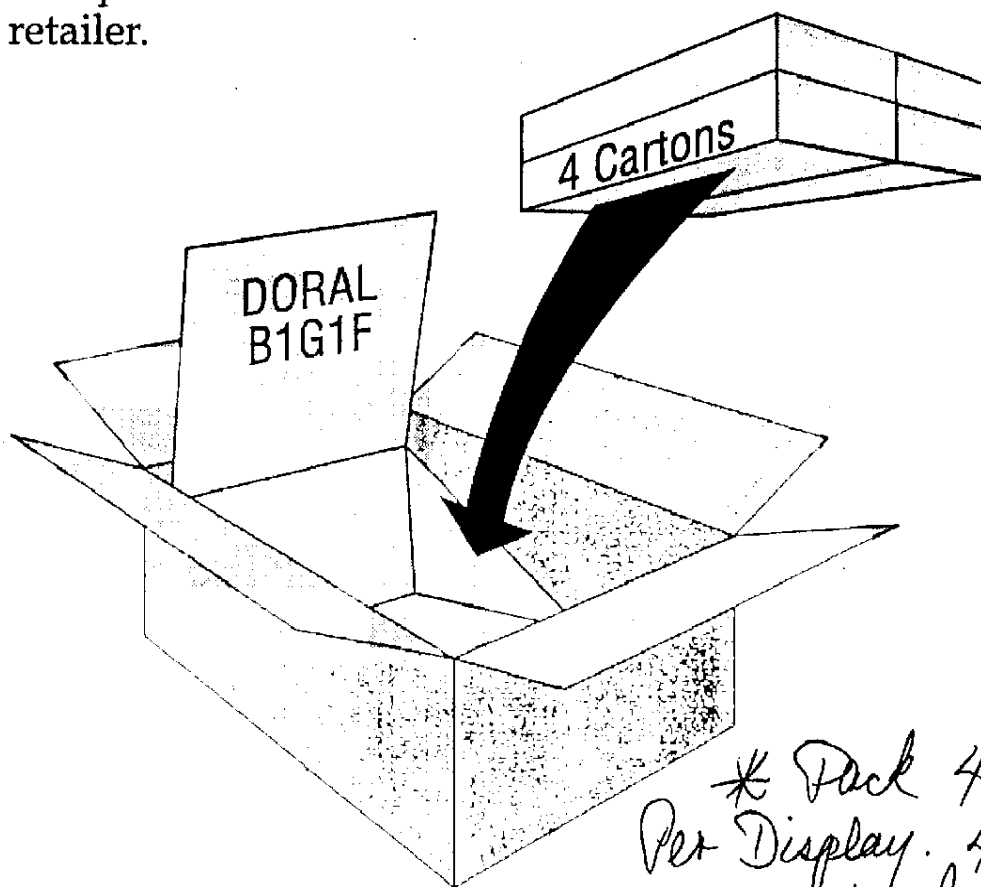
- 4 Cartons per SKU
- 20 Offers Per SKU
- Special complimentary tear-tape on all free packs
- Offer to customer - Buy 1 pack of Doral, get 1 pack free

51859 2971



**WHOLESALE PACKING INSTRUCTIONS****VALUE ADDED PROMOTIONS****1ST QTR. '98****February DORAL B1G1F***(Buy 1 Pack Get 1 Free)***STEPS**

1. Open DORAL B1G1F shipping case.
2. Place 4 cartons of DORAL promotional product into shipping/display case. **Promotional product is in white cartons and is pre-sleeved.**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



*\* Pack 4 Cartons  
Per Display. 4 Styles  
may not be shipped  
to all DIRECT Accts.*

**Item:** # 536645**Description:** DORAL B1G1F Display/POS kit

Brand Style	LT	LT 100	LT MEN 100	FF 100		
Number of Cartons	/	/	/	/		

51859 2972